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SBA's Monthly News Update

-Serving Colorado, Montana, North Dakota, South Dakota, Utah and Wyoming-

Newsline Eight is circulated to our resource and lending partners by SBA's Region Eight Office
721 19th Street, Suite 400, Denver, Colorado 80202.

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James R. Henderson, Regional Advocate

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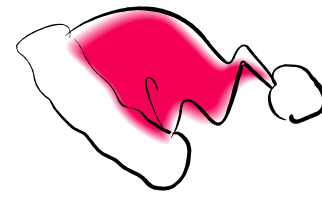
Steve Muhlhauser, Regional Administrator Special Assistant

Happy Holidays from the Region Eight Office.....



Happy holidays from the Region Eight Office! Fiscal Year 2007 was another GREAT year in Region Eight. Our six district offices approved 6,858 guaranteed loans worth \$1.2 BILLION – a 14 percent increase over FY 2006! Those 6,858 loans created or retained an amazing 20,000 jobs! Over the last 12 months, I made it my priority to develop a new and innovative approach to solving the ever present “capital drought” that permeates our small rural communities. I met with dozens of small/rural lenders, economic development leaders, elected officials, community leaders, and small business owners to start the process of crafting a set of rural initiatives that I believe will make a difference in this mostly rural region. The end result of this hard work was the recent rollout of the SBA's Rural Lender Advantage (RLA). RLA targets small lenders that do less than 20 loans a year – which are typically in smaller rural areas. In the beginning, RLA will be limited to banks located in Region Eight. RLA is the culmination of many individuals' efforts over the last 6 years; to develop a finance tool that our lending partners can use to increase the amount of capital in small communities. Without adequate capital to grow, our small communities are destined to disappear in the not so long future. I am a firm believer that this agency's major role is to help the business community create quality jobs, which in turn helps to increase the local tax base. The SBA continues to accomplish this work with a smaller yet more energized staff. Administrator Steve Preston deserves the lion's share of the credit for giving our employees a renewed sense of enthusiasm and mission. He understands that our employees are this agency's most important asset. With one of the leanest budgets in the federal government this agency has become a powerhouse in both the amount and quality of work it accomplishes. This has all been made possible by the dedicated SBA employees who continue to provide first-class customer service to the people they serve. The Region Eight office wishes you and your family a safe and happy holiday, and a very prosperous 2007.

- Mick Ringsak, Chris Chavez, Carol Helm, Jim Henderson, Steve Muhlhauser



“In Your Corner” by Jim Henderson, Small Business Advocate

National Research Council Says SBIR Should Be Reauthorized. The Small Business Innovation Development Act of 1982 established the Small Business Innovation Research (SBIR) program to strengthen the role of innovative small businesses in federally funded research and development (R&D). Under SBIR, 11 federal agencies are required to reserve 2.5 percent of their R&D research agencies are the Departments of Education, Energy, Health and Security, and Transportation; and Agency, National Aeronautics and National Science Foundation. The 2008. The SBIR program contains (Phase 1) consists of contract awards exploration of the technical merit or Phase 1 winners may then receive Phase 2 awards of up to \$750,000 to expand their results. During this time, the developer performs R&D work and evaluates the idea’s commercialization potential. In Phase 3, the innovation moves from the laboratory to the marketplace. SBIR funds do not support this phase however, so small businesses must find funding in the private sector or through another federal agency. In July 2007, the National Research Council released its study of the SBIR program. The Council concluded that the SBIR program is sound in concept and effective in practice. In short, the Council asserts that Congress should reauthorize the SBIR program.



District Office Reports: Your SBA Event Planner

Colorado – Veterans Business conference to be held in Colorado Springs on Friday, December 14th. Join the Colorado Springs SBDC, Colorado Springs Chamber of Commerce, and the SBA at this annual event that targets veteran-owned firms. There will be a number of workshops held throughout the conference covering topics such as “Building a business foundation”, “Working with the government”, and “Back to business basics.” This event will be held at the Antlers Hotel in Colorado Springs. The cost is \$30 for veterans and \$40 for non-veterans. For more information about this conference, please contact the Colorado SBDC office in Denver at 303-892-3840.

Profile

Montana – Montana District Office Welcomes New Employee



The Montana SBA District Office is pleased to announce the hiring of Crystal Baker, Program Support Assistant. Crystal is a 2003 Graduate of the University of Montana - Missoula. She holds a Bachelor’s Degree in Business Administration with an emphasis in Marketing and Management. Crystal joins us from the Student Assistance Foundation where she was a Loan Education Counselor. She has marketing and administration experience, as well as customer service expertise. Crystal’s education and customer service skills will be an added asset to the District Office staff. Crystal will be your first point of contact for general information when calling the District Office. Crystal is a native of Helena, Montana where she resides with her husband Kody, who owns and operates a small service business. She and Kody devote all their spare time parenting their 6 month old son Caleb.



North Dakota -- Careful planning is fundamental to success. Whether you are thinking about starting a business or currently own one, the SBA is here to help answer your questions. The SBA's Nadine Phillips will be in Minot on December 13th to answer business questions on topics including financing, business plans, and marketing. One to one counseling will be offered from 8am to 11am and from 1pm to 5pm at the SCORE/SBDC office located at 1925 S. Broadway, Ste. 2, Minot. All counseling is free and confidential. A free pre-business workshop will be held from 12 noon to 1 pm. Are you ready to start a business? Do you have what it takes to grow a business? What questions should you be asking yourself? Come find out. Pre-registration is required as seating is limited. For more information or an appointment, please contact Nadine at nadine.phillips@sba.gov or (701) 857-8238.

Profile



South Dakota – Jim Shaw hired as the Senior Area Manger at the Alternative Work Site located at the West River Business Service Center in Rapid City. A seasoned veteran of the Rapid City economic development scene, Jim served as Rapid City mayor from 1997 to 2001 and again from 2003-2007, and is also a former journalist, news anchor and producer for KOTA-TV in Rapid City. Jim is also a former business owner and has a wide range of governmental experience. He has served on the Rapid City Economic Development Partnership Board, the Governor's Task Force on State & Local Government Cooperation, and developed and implemented the Rapid City Opportunity Capture Fund to administer \$3.5 million in business attraction funds. He serves on several boards and advisory committees in Rapid City and throughout the Black Hills Region. Jim is an U.S. Army veteran, married and has one daughter. Jim's contact information will be provided in a future edition of Newsline Eight.

Utah – SBA Holiday Party to be held on Tuesday, December 11th. The Utah District Office will host their annual Holiday Open House on Tuesday, December 11^h. This event will be held at SBA's Utah District Office located at 125 South State Street, Room 227, Salt Lake City, from 1:30 pm to 3:00 pm. Each year the Utah District Office employees host this event to thank lenders, resource partners and community leaders and special homemade goodies, entertainment and holiday cheer adds to the celebration. SBA Regional Administrator Mick Ringsak will make a special appearance. For more information, please contact Georgia Yoshida at (801) 524-3217

Profile



Wyoming – Steve Despain is the SBA's Wyoming District Director. Steve has been with SBA since 1987 and was promoted to District Director in January 1997. As District Director he is responsible for the implementation and supervision of all SBA programs for the State of Wyoming. Prior to working for the SBA, Despain was general manager for Joy and Garaman, Inc. in Jackson, Wyoming, for 11 years. Prior to working for Joy and Garaman, Inc. Steve was raised in Jackson, Wyoming and graduated from the University of Wyoming with both a bachelor's and a master's degree in business. In 1978 Despain was named "Outstanding Alumnus, for the College of Commerce and Industry (Renamed the College of Business), at the University of Wyoming. Despain was selected as the Federal Civil Servant of the Year by the Casper Federal Executive Council in 1993.



You Are Invited to a Social Security Webinar - *Building a Better Retirement.* Join Social Security on **December 6th** to discuss retirement planning using our award-winning website. Do your employees want to find out how Social Security will compute their Social Security benefit? Would they like to know how retiring early or working longer may affect their monthly SSA amount? Discover some tips that will help you assist your employees. Learn how your employees can apply for their Social Security at home or at work - **ONLINE!** Let Social Security help you put your employees in control of their retirement experience. This Webinar will show you Social Security's online tools that will answer employee retirement questions. This event will be held on Thursday, **December 6, 2007 at 10:30am Central Standard.** To register send an email message including your name and organization to Denver.Webinars@ssa.gov or call 303-844-1888.

If you have any questions about Newsline Eight or would like your name removed from the Newsline VIII Fax list, contact Chris Chavez at (303) 844-0501 or christopher.chavez@sba.gov
[SBA's Website can be found at www.sba.gov](http://www.sba.gov)